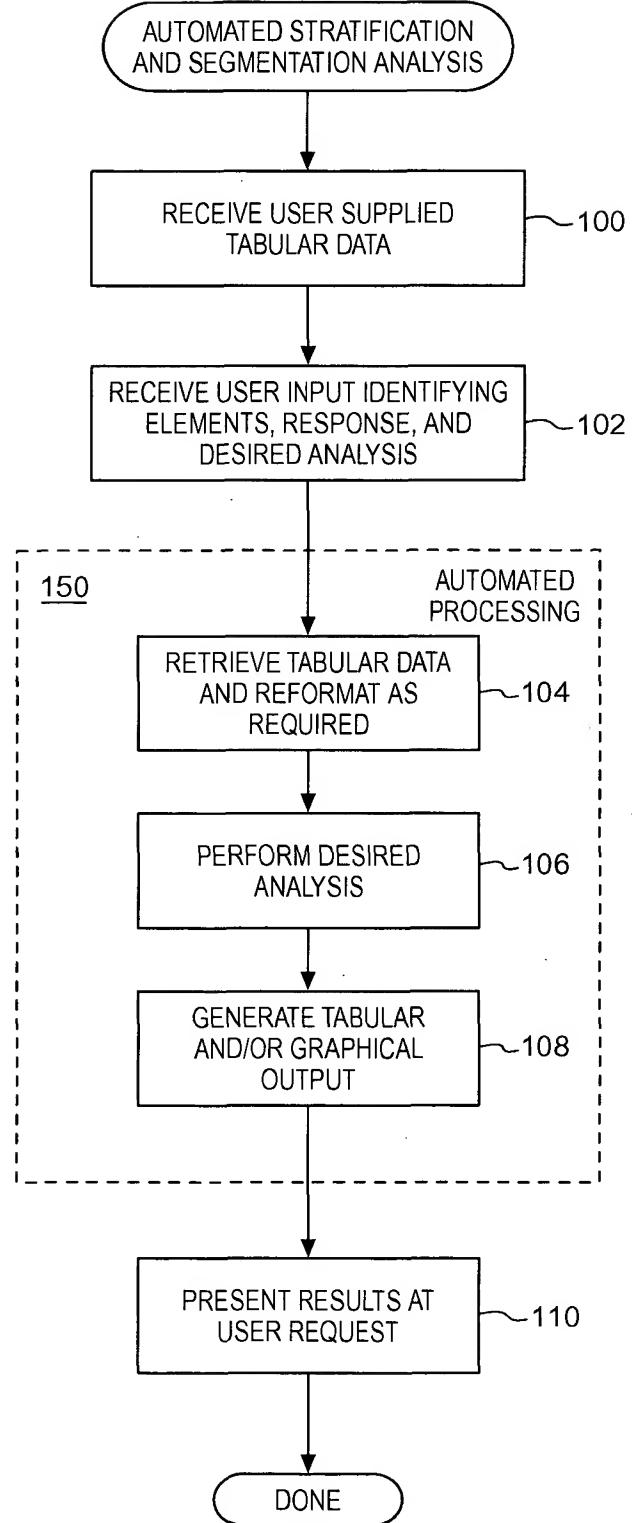
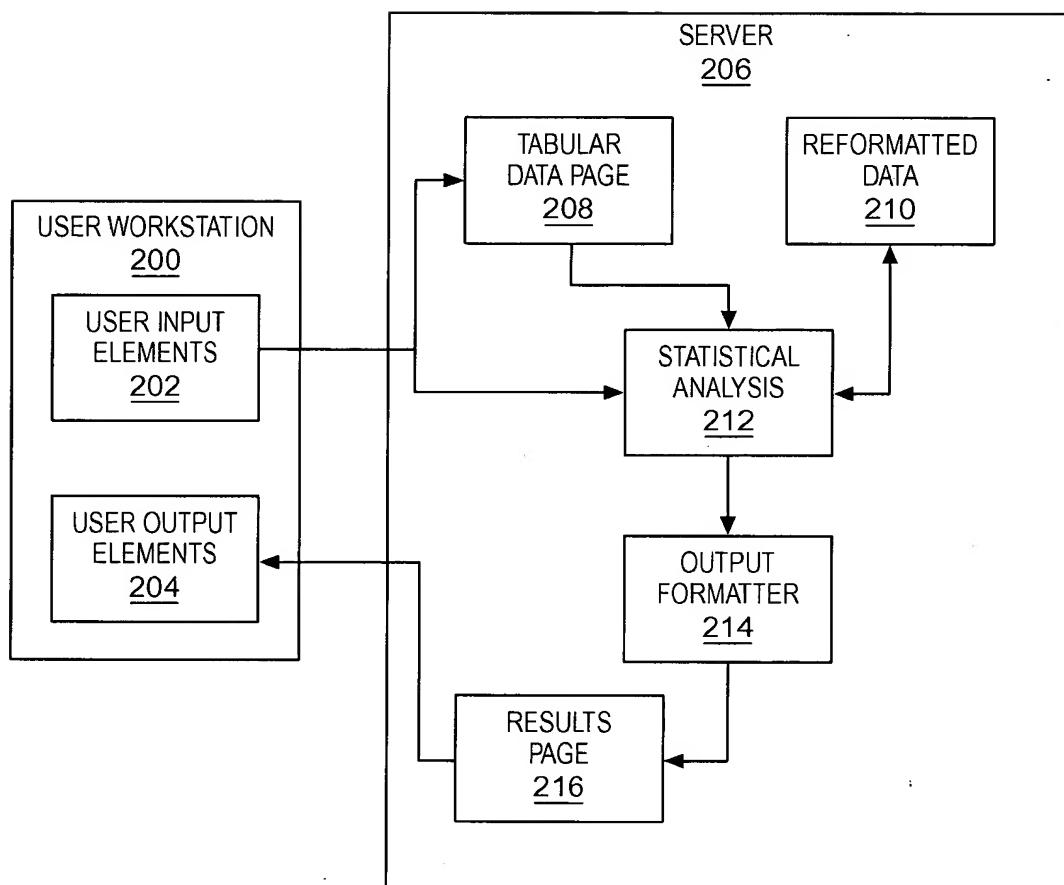
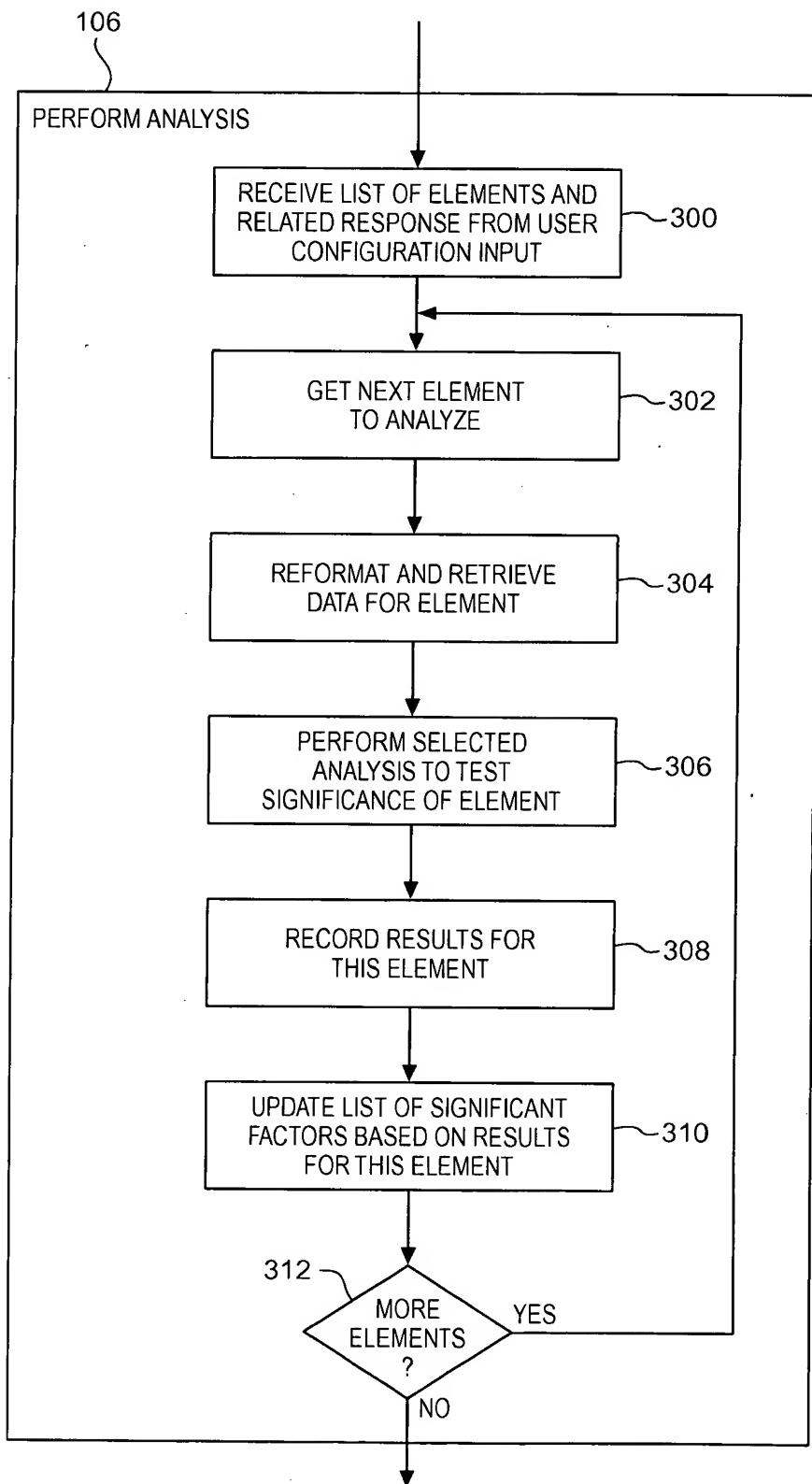


**FIG. 1**

**FIG. 2**

**FIG. 3**

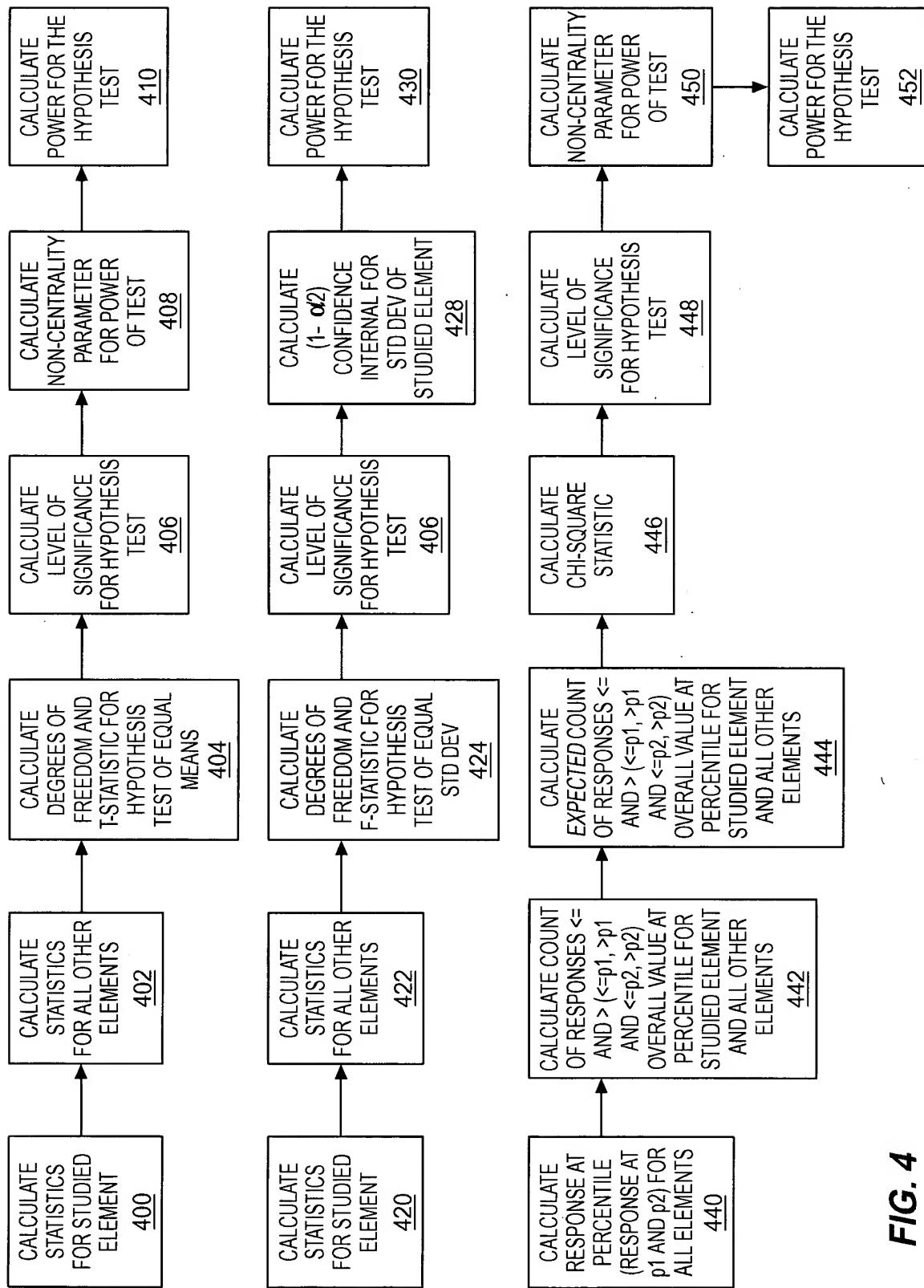


FIG. 4

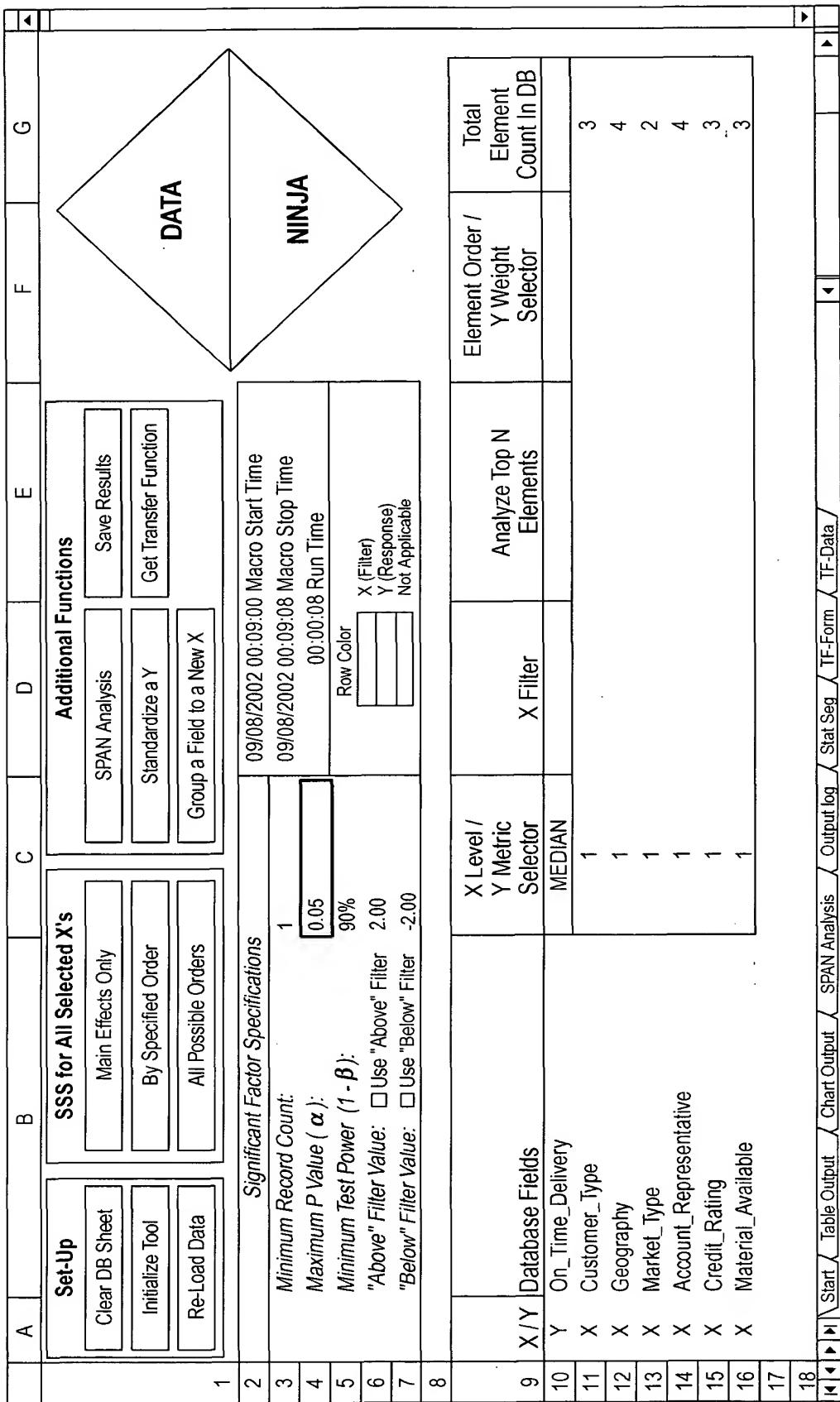


FIG. 5

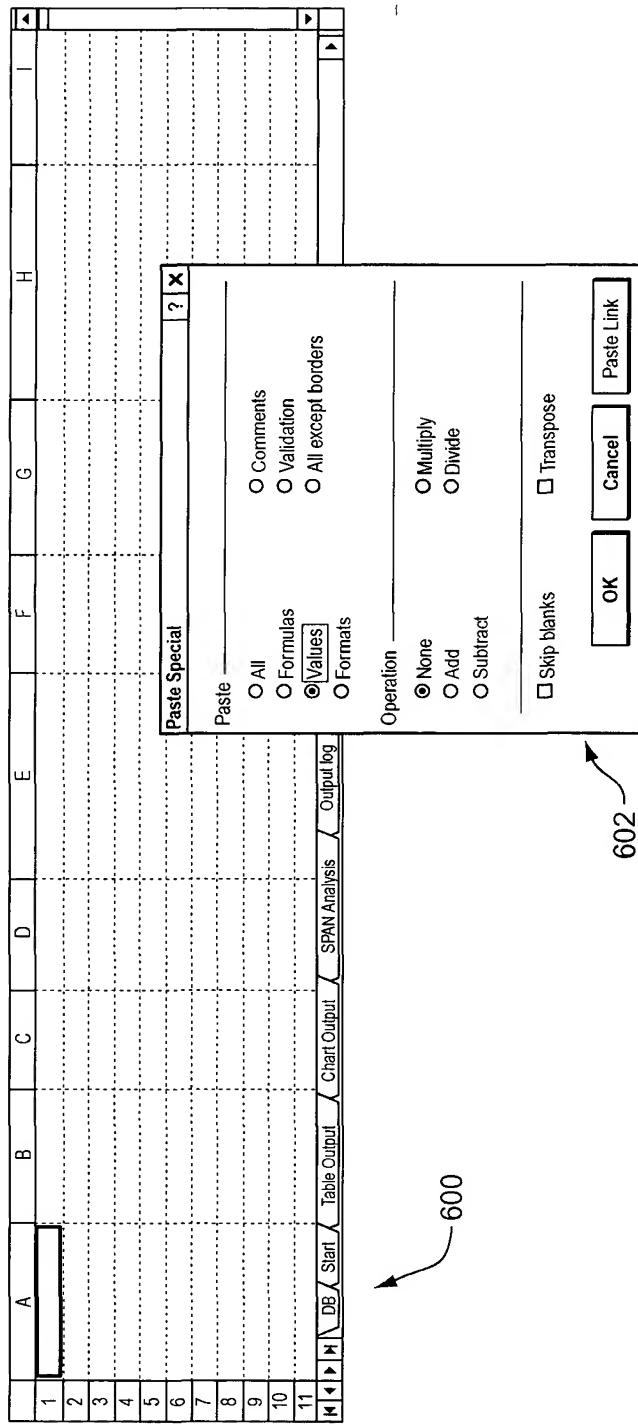


FIG. 6

7/18

**FIG. 7**

1	A	B	C	D	E	F	G
	<b>Set-Up</b> <input type="button" value="Clear DB Sheet"/> <input type="button" value="Initialize Tool"/> <input type="button" value="Re-Load Data"/>	<b>SS for All Selected X's</b> <input type="button" value="Main Effects Only"/> <input type="button" value="By Specified Order"/> <input type="button" value="All Possible Orders"/>	<b>Additional Functions</b> <input type="button" value="SPAN Analysis"/> <input type="button" value="Save Results"/> <input type="button" value="Standardize aY"/> <input type="button" value="Get Transfer Function"/> <input type="button" value="Group a Field to a New X"/>				
2							
3	<b>Significant Factor Specifications</b> Minimum Record Count: <input type="text" value="1"/> Maximum P Value ( $\alpha$ ): <input type="text" value="0.05"/> Minimum Test Power ( $1 - \beta$ ): <input type="text" value="90%"/> "Above" Filter Value: <input type="checkbox"/> Use "Above" Filter <input type="text" value="2.00"/> "Below" Filter Value: <input type="checkbox"/> Use "Below" Filter <input type="text" value="-2.00"/>		09/08/2002 00:09:00 Macro Start Time 09/08/2002 00:09:08 Macro Stop Time 00:00:08 Run Time Row Color <input type="checkbox"/> X (Filter) <input type="checkbox"/> Y (Response) <input type="checkbox"/> Not Applicable				
4							
5							
6							
7							
8							
9	<b>X/Y Database Fields</b> <input type="checkbox"/> Y On_Time_Delivery		<b>X Level / Y Metric Selector</b>	<b>X Filter</b>	<b>Analyze Top N Elements</b>	<b>Element Order / Y Weight Selector</b>	<b>Total Element Count In DB</b>
10	<input type="checkbox"/> X Customer_Type						
11							
12	<input type="checkbox"/> Y Geography						
13	<input type="checkbox"/> X Market_Type						
14	<input type="checkbox"/> Y Account_Representative						
15	<input type="checkbox"/> Credit_Rating						
16	<input type="checkbox"/> Material_Available						
17							
18							
19							
<input type="button" value="Instructions"/> <input type="button" value="DB"/> <input type="button" value="Start"/> <input type="button" value="Table Output"/> <input type="button" value="Chart Output"/> <input type="button" value="SPAN Analysis"/> <input type="button" value="Output Log"/> <input type="button" value="Stat Seq"/> <input type="button" value="TF-Form"/> <input type="button" value="TF-Data"/>							

9	X / Y	Database Fields
10	Y	On_Time_Delivery
11	X	Customer_Type
12		Geography
13	X	Market_Type
14	Y	Account_Representative

700

702

Geography

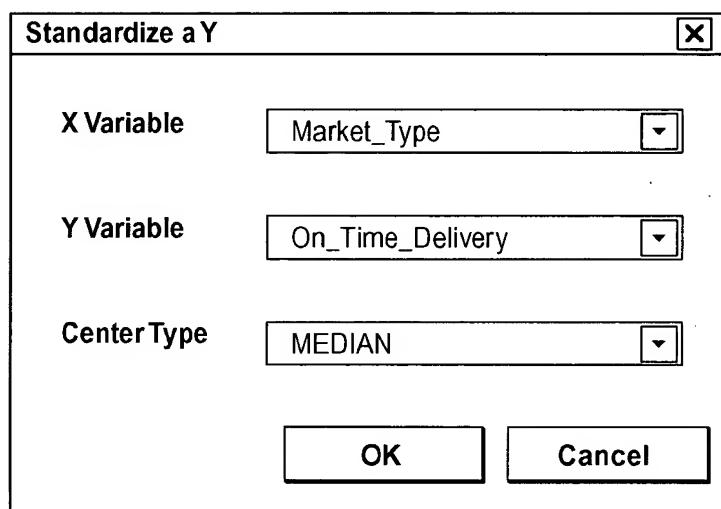
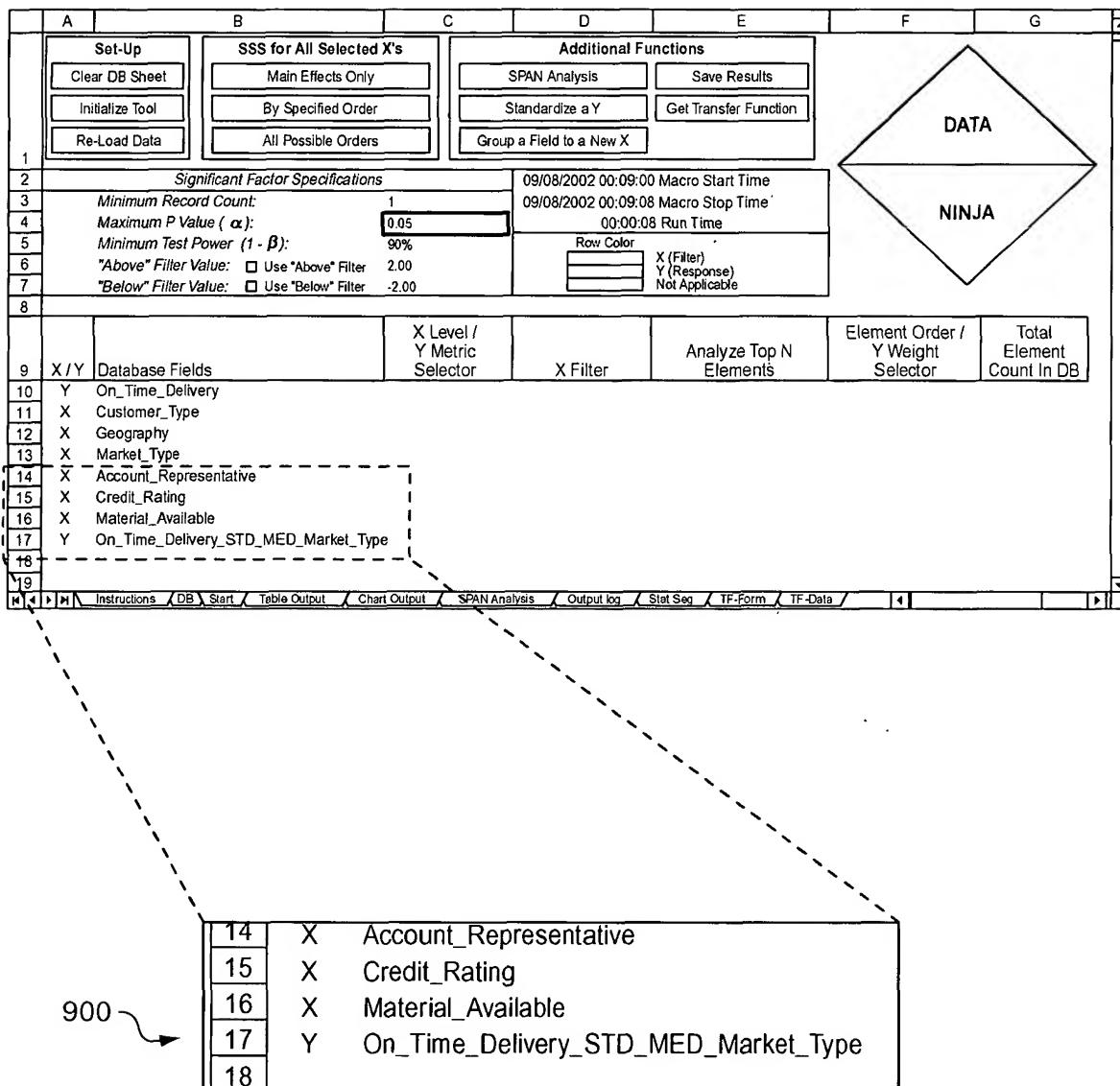
***FIG. 8***

FIG. 9

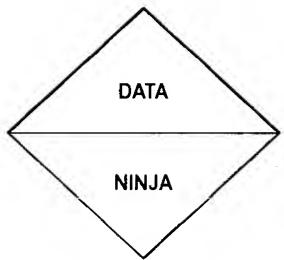
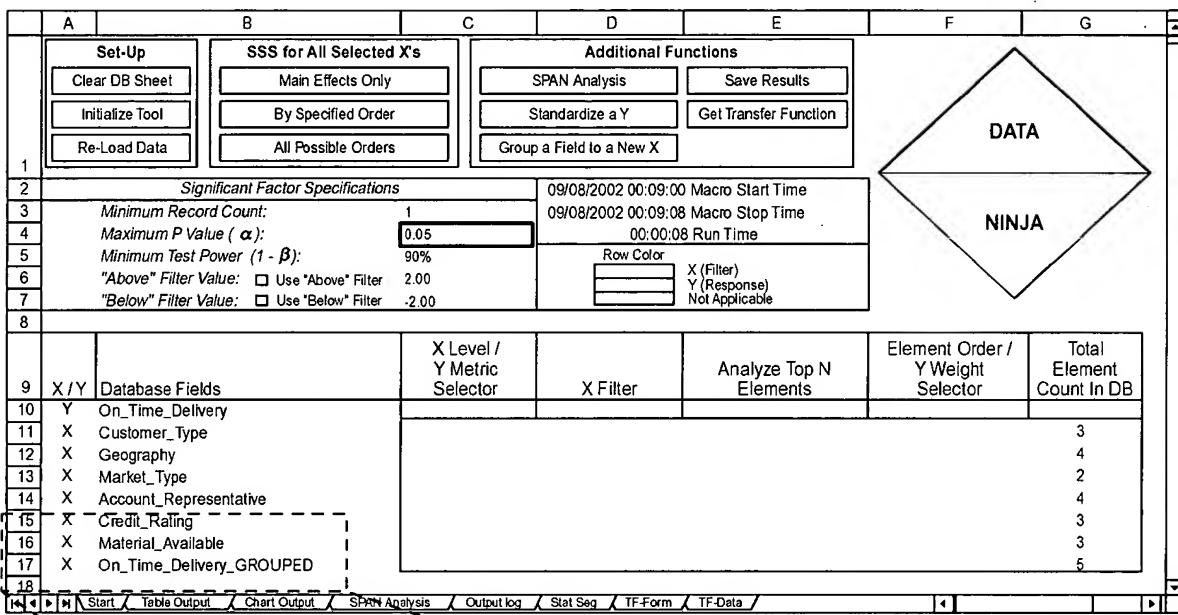


**FIG. 10**

**Group a Data Field**

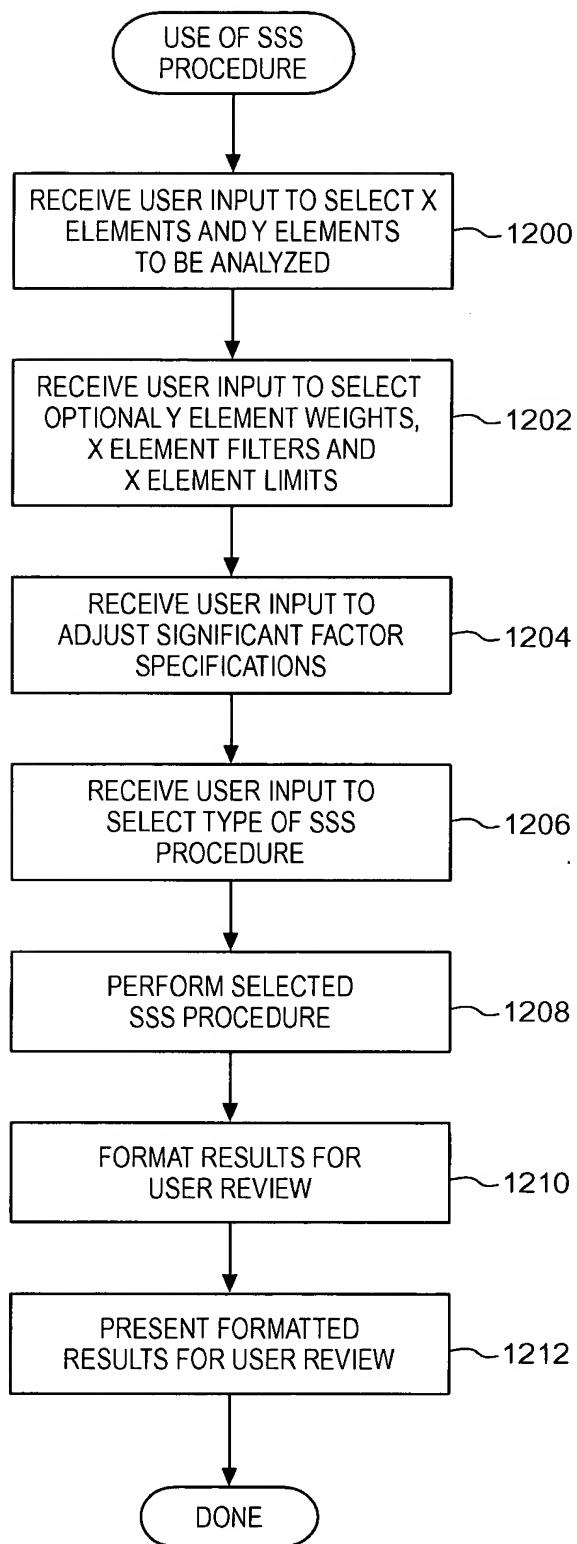
Filed Name	On_Time_Delivery			X
New X Label	Alpha-Numeric Range			# of Percentile Auto-groups
1-24 Percentile	-111	<= x <	-3	
25-49 Percentile	-3	<= x <	0	2
50-74 Percentile	0	<= x <	4	3
75-100 Percent	4	<= x <	166	4
		<= x <		5
		<= x <		6
		<= x <		7
		<= x <		8
		<= x <		9
		<= x <		10
OK		Cancel		

FIG. 11



15	X	Credit_Rating
16	X	Material_Available
17	X	On_Time_Delivery_GROUPED
18		

1100

**FIG. 12**

**FIG. 13**

1	A	B	Customer_Type	Geography	Market_Type	Account_Representative	Credit_Rating	Material_Available	H
2	On_Time_Delivery	C	D	E	F	G			
3	Strategic	South	Industrial	Leslie	C		Parts Ordered		
3	-2	Strategic	North	Industrial	Mark	A	Parts Ordered		
4	-6	Strategic	South	Industrial	Leslie	A	No Part Required		
5	2	Standard	South	Industrial	Mark	A	Parts Available		
6	-12	Standard	North	Commercial	Joe	A	Parts Ordered		
7	2	Strategic	West	Industrial	Leslie	C	Parts Ordered		
8	-3	Standard	South	Industrial	Stacey	B	No Part Required		
9	2	Dashboard	North	Commercial	Mark	C	No Part Required		
10	-3	Standard	West	Commercial	Stacey	B	No Part Required		
11	0	Dashboard	West	Industrial	Mark	C	Parts Available		
12	-3	Strategic	North	Industrial	Mark	A	No Part Required		
13	1	Standard	South	Industrial	Stacey	A	Parts Ordered		
14	-6	Dashboard	South	Commercial	Joe	A	No Part Required		
15	-26	Standard	West	Commercial	Mark	B	Parts Available		
16	3	Standard	South	Industrial	Joe	A	No Part Required		
17	6	Strategic	North	Industrial	Joe	A	Parts Ordered		
18	0	Standard	North	Industrial	Mark	B	Parts Available		
19	2	Standard	South	Commercial	Mark	B	No Part Required		
20	3	Dashboard	East	Commercial	Leslie	A	Parts Ordered		
21	5	Standard	East	Industrial	Stacey	C	Parts Available		
22	4	Strategic	South	Commercial	Stacey	A	No Part Required		
23	6	Dashboard	South	Industrial	Leslie	A	Parts Ordered		
24	1	Dashboard	North	Industrial	Mark	B	Parts Available		
25	1	Standard	South	Industrial	Joe	B	No Part Required		
26	115	Dashboard	South	Industrial	Leslie	A	Parts Available		
27	4	Strategic	East	Commercial	Joe	B	Parts Ordered		
28	-2	Dashboard	South	Industrial	Stacey	A	Parts Available		
29	4	Standard	North	Industrial	Leslie	B	Parts Available		
30	5	Standard	West	Industrial	Joe	C	Parts Ordered		
31	-12	Strategic	South	Industrial	Mark	A	Parts Ordered		
32	-3	Standard	North	Commercial	Joe	A	No Part Required		
33	6	Dashboard	West	Industrial	Joe	B	Parts Ordered		
34	-3	Dashboard	South	Commercial	Stacey	A	No Part Required		
35	2	Dashboard	North	Commercial	Joe	C	Parts Ordered		
36	4	Standard	East	Commercial	Mark	B	Parts Available		
37	-4	Standard	East	Commercial	Stacey	A	No Part Required		
38	0	Standard	North	Industrial	Stacey	A	Parts Available		
39	-5	Standard	South	Commercial	Joe	A	No Part Required		
40	2	Standard	West	Commercial	Joe	B	Parts Available		

▶ ▷ ▷ DB Start / Table Output / Chart Output / SPAN Analysis / Output Log / StratSeq / TF-Form / TF-Data / J

14/18

X/Y	Database Fields	X Level / Y Metric Selector	X Filter	Analyze Top N Elements	Element Order / Y Weight Selector	Total Element Count In DB
Y	On_Time_Delivery	MEDIAN				
X	Customer_Type	1				3
X	Geography	1				4
X	Market_Type	1				2
X	Account_Representative	1				4
X	Credit_Rating	1				3
X	Material_Available	1				3

**FIG. 14**

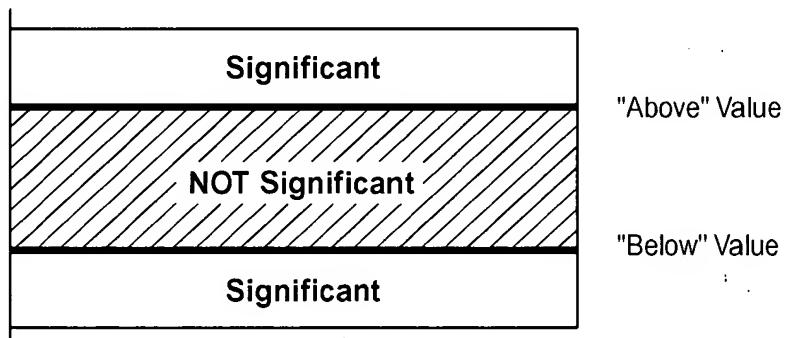
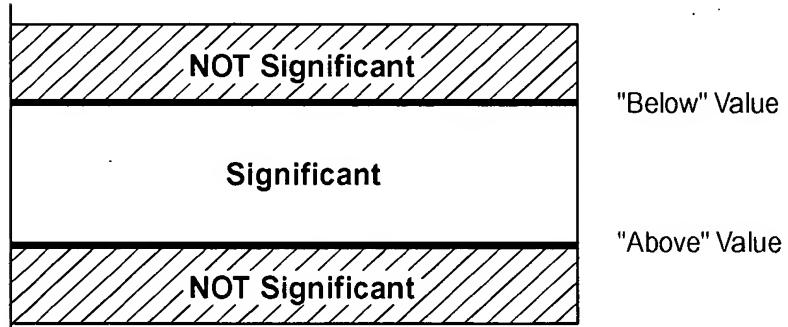
X/Y	Database Fields	X Level / Y Metric Selector	X Filter	Analyze Top N Elements	Element Order / Y Weight Selector	Total Element Count In DB
Y	On_Time_Delivery	MEDIAN				
X	Customer_Type	1				3
X	Geography	1				4
X	Market_Type	1	Commercial			2
X	Account_Representative	1	Commercial			4
X	Credit_Rating	1	Industrial			3
X	Material_Available	1				3

**FIG. 15**

X/Y	Database Fields	X Level / Y Metric Selector	X Filter	Analyze Top N Elements	Element Order / Y Weight Selector	Total Element Count In DB
Y	On_Time_Delivery	MEDIAN				
X	Customer_Type	1		50		3
X	Geography	1				4
X	Market_Type	1	Commercial			2
X	Account_Representative	1				4
X	Credit_Rating	1				3
X	Material_Available	1				3

**FIG. 16**

<i>Significant Factor Specifications</i>		
<i>Minimum Record Count:</i>		1
<i>Maximum P Value ( <math>\alpha</math> ):</i>		0.05
<i>Minimum Test Power ( <math>1 - \beta</math> ):</i>		90%
<i>"Above" Filter Value:</i>	<input type="checkbox"/> Use "Above" Filter	2.00
<i>"Below" Filter Value:</i>	<input type="checkbox"/> Use "Below" Filter	-2.00

**FIG. 17****FIG. 18****FIG. 19**

A	B	CDE	F	G	H
<b>7 STATISTICAL STRAT-SEG OUTPUT FOR: On Time Delivery</b>					
8					
9 MEDIAN		Main Effects			
10 0.000		TOTAL	2nd Order Interactions	3rd Order Interactions	4th Order Interactions
11 0.000		Account_Representative : Leslie	Market_Type : Commercial	TOTAL	TOTAL
12 -1000	Account_Representative : Leslie	Market_Type : Commercial			
13 -3.000	Account_Representative : Leslie	Market_Type : Commercial	Material Available : No Part Required		
14 1000	Account_Representative : Leslie	Market_Type : Commercial	Material Available : Parts Available		
15 6.000	Account_Representative : Leslie	Market_Type : Commercial	Material Available : Parts Ordered		
16 8.000	Account_Representative : Leslie	Market_Type : Commercial	Material Available : Parts Ordered	Customer_	
17 1000	Account_Representative : Leslie	Market_Type : Industrial			
18 -2.000	Account_Representative : Leslie	Market_Type : Industrial	Material Available : No Part Required		
19 5.000	Account_Representative : Leslie	Market_Type : Industrial	Material Available : Parts Ordered		
20 7.000	Account_Representative : Leslie	Market_Type : Industrial	Material Available : Parts Ordered	Geography	
21 6.000	Account_Representative : Leslie	Market_Type : Industrial	Material Available : Parts Ordered	Geography	
22 -3.000	Account_Representative : Leslie	Market_Type : No Part Required			
23 5.500	Account_Representative : Leslie	Market_Type : Parts Ordered			
24 -1000	Account_Representative : Mark	Market_Type : Commercial			
25 -2.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A		
26 -3.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Customer_	
27 -4.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Customer_	
28 -5.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Geography	
29 -3.500	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Material_Av	
30 4.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Material_Av	
31 0.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Customer_	
32 -5.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Customer_	
33 -3.000	Account_Representative : Mark	Market_Type : Commercial	Credit_Rating : A	Customer_	
◀ ▶ Start Table Output / SPAN Analysis / Output Log / StratSeg / TF-Form / TF-Data / ▶					

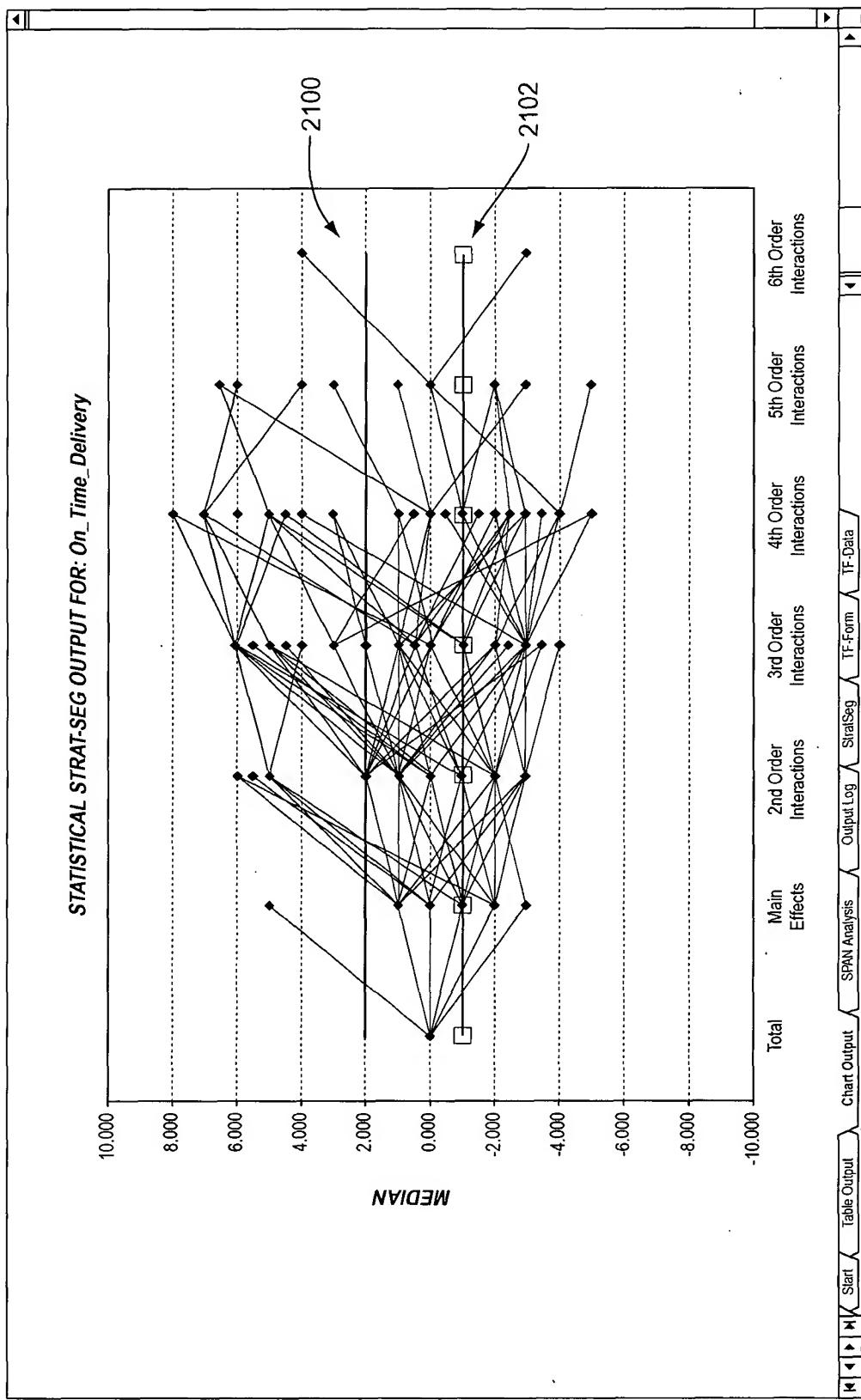


FIG. 21

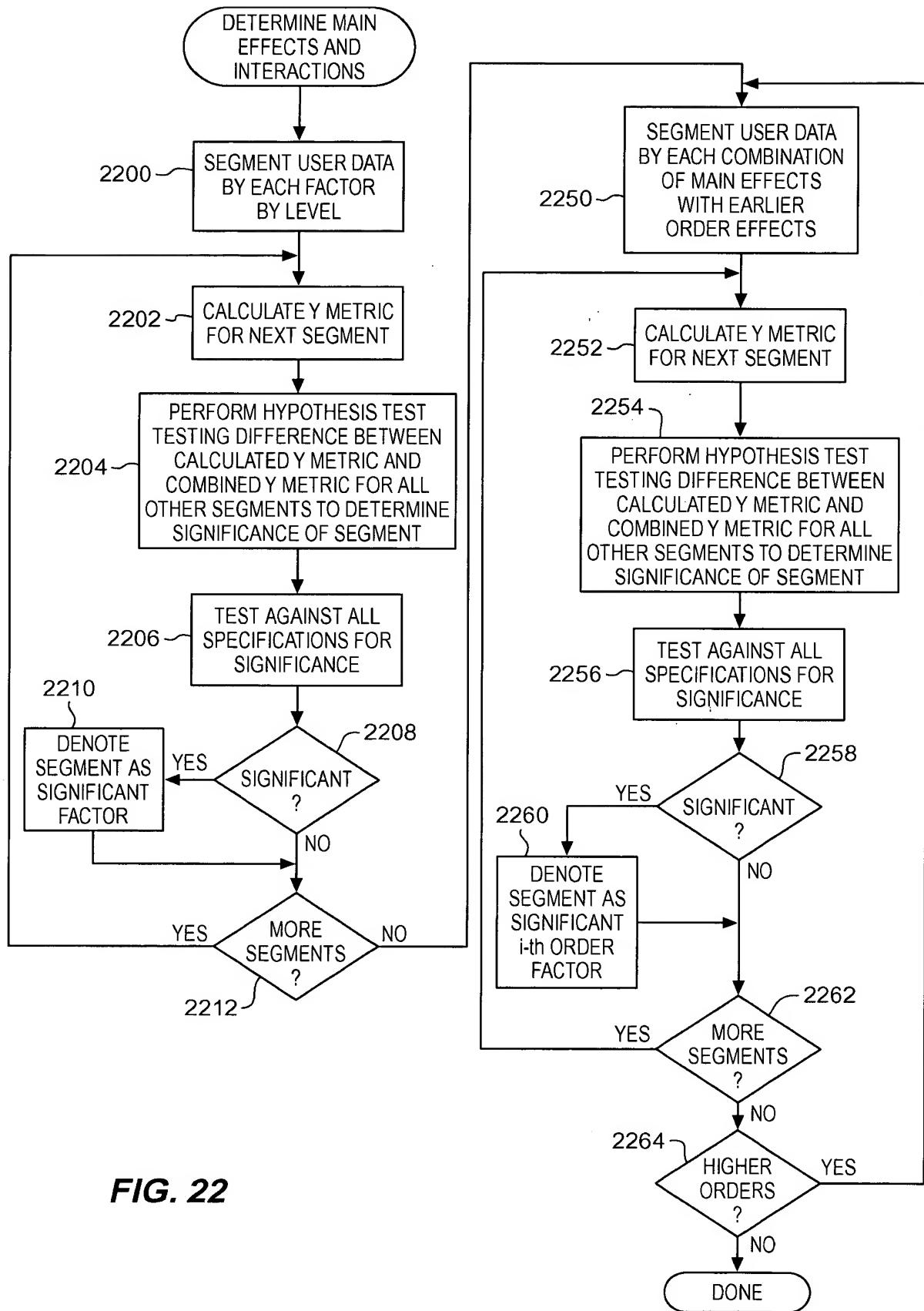


FIG. 22